



Hindustan Unilever Limited
HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST DECEMBER, 2008

Rs. Lakhs

Unaudited Results for the Fourth Quarter ended 31st December			Unaudited Results for the Twelve months ended	Audited Results for the Twelve months and Accounting year ended
2008	2007		31st December 2008	31st December 2007
430,771	368,740	1. Net Sales [sum of (i) to (iv)]	1,634,519	1,371,775
326,882	270,664	i) Domestic FMCG - HPC	1,201,873	994,357
70,604	57,180	ii) Domestic FMCG - Foods	260,102	221,187
397,486	327,844	Domestic FMCG - Total (i+ii)	1,461,975	1,215,544
26,497	34,365	iii) Exports	134,873	134,226
6,788	6,531	iv) Others	37,671	22,005
7,096	10,200	2. Other Operational Income	31,519	19,365
437,867	378,940	3. Total Income (1+2)	1,666,038	1,391,140
365,522	316,110	4. Expenditure [sum of (a) to (g)]	1,437,056	1,197,745
11,675	(1,705)	a) (Increase)/decrease in stock in trade	(37,788)	(14,440)
168,985	135,957	b) Consumption of raw/packing materials	680,985	529,038
51,345	55,757	c) Purchase of goods	241,450	216,488
22,086	19,447	d) Employees Cost	91,776	76,781
4,057	3,688	e) Depreciation/Amortisation	15,405	13,836
37,102	37,590	f) Advertising & Promotions	164,635	142,290
70,272	65,376	g) Other expenditure	280,593	233,752
72,345	62,830	4.1. Profit Before Interest, Taxation and Exceptional Items (3-4)	228,982	193,395
(2,915)	(4,211)	5. Interest expense/(income) - net	(16,218)	(21,237)
3,029	(11,287)	6. Exceptional Items - loss/(gain)	(9,900)	(16,139)
72,231	78,328	7. Profit Before Tax from ordinary activities [3 - (4+5+6)]	255,100	230,771
9,007	15,676	8. Tax expense	43,303	44,697
63,224	62,652	9. Net Profit After Tax from ordinary activities [7-8]	211,797	186,074
(1,650)	492	10. Extraordinary Items (net of tax) - gain/(loss)	(1,650)	6,473
61,574	63,144	11. Net Profit [9+10]	210,147	192,547
21,795	21,775	Paid up Equity Share Capital (face value Re 1 per share)	21,795	21,775
		Reserves excluding Revaluation Reserve		122,082
2.90	2.88	Basic and Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	9.72	8.44
2.83	2.90	Basic and Diluted Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	9.64	8.73
1,044,616,471	1,042,613,895	Public Shareholding		
47.93%	47.88%	- Number of Shares	1,044,616,471	1,042,613,895
		- Percentage of Shareholding	47.93%	47.88%

SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED, UNDER CLAUSE 41 OF THE LISTING AGREEMENT

Rs. Lakhs

Unaudited Results for the Fourth Quarter ended 31st December	
2008	2007
212,342	170,071
119,234	107,106
51,063	41,206
17,145	14,536
3,427	2,956
26,677	34,670
7,387	6,768
437,275	377,313
(176)	(219)
437,099	377,094
35,010	28,318
39,141	35,063
6,512	6,098
(390)	947
(284)	95
1,555	2,392
(2,546)	(2,623)
78,998	70,290
(439)	(258)
(6,328)	8,296
72,231	78,328
48,897	12,624
7,998	14,637
12,092	5,348
3,703	145
5,094	3,764
28,931	30,765
(8,148)	(2,453)
98,567	64,830
169,420	79,093
267,987	143,923

Segment Revenue (Sales and Income from Services)

- Soaps and Detergents
- Personal Products
- Beverages
- Processed Foods
- Ice Creams
- Exports
- Others (includes Chemicals, Water etc)
Total Segment Revenue
Less : Inter segment revenue
Net Segment Revenue

Segment Results (Profit Before Tax from ordinary activities)

- Soaps and Detergents
- Personal Products
- Beverages
- Processed Foods
- Ice Creams
- Exports
- Others (includes Chemicals, Water etc)
Total Segment Results
Less : Interest Expense
Add/(Less) : Other unallocable expenditure net of unallocable income
Total Profit Before Tax from ordinary activities

Capital Employed (Segment assets less Segment liabilities)

- Soaps and Detergents
- Personal Products
- Beverages
- Processed Foods
- Ice Creams
- Exports
- Others
Total Capital Employed in segments
Add : Unallocable corporate assets less corporate liabilities
Total Capital Employed in company

Unaudited Results for the twelve months ended 31st December 2008	Audited Results for the Twelve months and Accounting year ended 31st December 2007
786,837	639,994
432,884	368,660
180,517	154,063
64,731	54,010
18,986	16,150
135,523	134,897
38,765	22,729
1,658,243	1,390,503
(583)	(682)
1,657,660	1,389,821
114,820	97,869
119,592	102,037
23,894	23,002
422	1,520
1,008	1,284
9,374	4,685
(11,025)	(8,704)
258,085	221,693
(2,315)	(2,550)
(670)	11,628
255,100	230,771
48,897	12,624
7,998	14,637
12,092	5,348
3,703	145
5,094	3,764
28,931	30,765
(8,148)	(2,453)
98,567	64,830
169,420	79,093
267,987	143,923